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Automotive News

February 8, 1982

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Centauri at NADA

Winnebago's $8 million gamble

A plush van conversion with a body by Winnebago, Inc., mounted on a diesel-powered chassis designed by Renault of France will make its public debut at the NADA convention and exposition in Atlanta Feb. 20-23. Winnebago said it is gambling $8 million in development costs that the unit, called Centauri, will be a big hit in the luxury van market. Story on Page 16.

UAW's demand at Ford: Replace exported jobs

By Marjorie Sorge
Labor Editor

DEARBORN.—The UAW will ask for an automatic reopener and labor content plan in its opening proposal to Ford Motor Co., according to a high-ranking official.

That proposal could come this week and will be a counter offer to one Ford has had on the table since Jan. 15. Ford talks were on the back burner while the union and General Motors negotiated.

The UAW asked for an automatic reopener at GM during talks there. The clause would have reopened the contract for negotiations if car sales improved to a specified level. If GM sales increased above the average for the 1977-80 period, the contract could have been reopened, officials said.

At Ford, no such trigger level has yet been determined. But the offer of profit sharing in the Ford proposal could make it higher than it was at GM, officials said.

The UAW will also put a labor content proposal on the table. It will be a demand that every job exported by Ford be replaced by a job imported from one of its overseas subsidiaries.

The union is also hoping to work with Ford to lower the costs of insurance during the course of the contract. UAW Vice President Donald Ephlin had said earlier that certain health care benefits are not giving the union its money's worth. Those, he said, could be eliminated, but that elimination might not be part of the contract currently being negotiated.

Some union insiders also think costs could be cut by giving workers participating in group-practice plans full coverage, while those using private medical services would co-pay.

• The Ford proposal calls for a new national contract which would expire in September, 1984. Local agreements would extend for the duration of the new contract. The current national contract expires Sept. 14, 1982.

That proposal gives workers with 15 years or more seniority guaranteed income for life if they are laid off or their plant is closed. That income would be at least 50 percent of their base hourly rate until (30-and-out) retirement or age 62.

Workers with 10 years or more seniority could get a maximum of two years supplemental unemployment benefits (SUB) pay if they were laid off.

Ford also proposed a one-year moratorium on plant closings while holding onto the right to close plants. Employes who lose jobs if plants close would have preferential hiring rights on other work within the company.

Ford has closed six parts and assembly plants since October, 1979, costing around 10,850 hourly and salaried jobs. It has also notified workers the Sheffield (Ala.) aluminum casting plant it will be phased out beginning in March, affecting 940 production workers and 166 salaried employes.

The Sheffield plant was closed because workers refused to accept wage and benefit cuts requested by Ford last November. Ford has said the plant was a losing operation.

UAW Vice President Donald

Continued on Page 41, Col. 1

Justice Department papers tell almost all

Chrysler-Mitsubishi pact detailed

By Helen Kahn
Washington Bureau Chief

WASHINGTON.—Most of the details of the dual distribution agreement between Chrysler Corp. and Mitsubishi have been obtained by AUTOMOTIVE NEWS from Justice Department papers.

Only a few closely guarded secrets have been excluded — identities of models for 1983 and later, certain spending figures such as for advertising, and the price formula used by Chrysler to pay Mitsubishi.

Unlike the previous agreement between the firms, which was in perpetuity, the changes finalized last September expire in 1990, although they are subject to renewal.

Mitsubishi is not expected to start selling under its own banner until the 1983 model year, although dealers for Mitsubishi Motor Sales of America (MMSA) could start selling models identical to those the parent company builds for Chrysler Corp. in the 1982 model year.

Mitsubishi had long wanted its own dealer network in the U. S. After two years of negotiations, it got a new agreement last September. Chrysler, which holds a 15-percent stake in Mitsubishi, bargained away its right to be sole U. S. distributor of the Mitsubishi-built cars and light trucks.

Mitsubishi committed itself to providing financing for vehicles shipped to Chrysler (more correctly, to delay the sale or title change for vehicles held in ports for varying periods). That commitment expires in 1985.

Justice Department papers show the changes allow both distributors — Chrysler and MMSA — to sell identical models for a certain period, as well as to sell different models.

Chrysler got the blessings of both the Justice Department's Antitrust Division and the Chrysler Loan Guarantee Board to restrict Mitsubishi from dualing with Chrysler dealers or stealing Chrysler dealers for its own network.

Complex arrangements were hammered out to deal with limitations imposed by the so-called voluntary quotas on Japanese imports.

Mitsubishi's allotment of the total Japanese imports is to be shared between Chrysler and MMSA.

Chrysler wanted to be sure all its orders under a quota system would be honored. It also wanted to make sure Mitsubishi would not retain the so-called "hot" products for its own MMSA dealers, or perhaps provide them for markets other than the U. S.

• The massive and intricate agreement sets up procedures to find out in advance Chrysler's minimum commitments for each future model year. At the same time, it provides assurances that Mitsubishi will not discriminate against Chrysler in favor of its own subsidiary.

This means the prices to both distributors will not tilt against Chrysler, and will give Chrysler margin for the profit it has historically realized.

Chrysler will have access to a wide variety of models and generally to volumes at least equal to 10 percent of the total number of Japanese imported cars and 23 percent of certain Japanese imports of small trucks.

Chrysler and MMSA will have the same deal for certain advertising, promotion or sales incentive programs allowed by the factory.

The agreement also stipulates that before April 1, 1985, MMSA will not franchise any dealer who has had a Chrysler franchise during the preceding six months at the same sales or ser-

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breaking news

New Jersey V-8-6-4 case is state class action

MORRISTOWN, N. J.—A lawsuit filed by Adrian Karp charging that the Cadillac V-8-6-4 engine is a safety hazard has been ruled a state class action by Superior Court Judge Arnold M. Stein. That ruling makes about 7,500 New Jersey residents who are past or present owners of '81 Cadillacs with the V-8-6-4 eligible to participate in the suit. About 150 have already shown an interest.

Ford's '81 loss put at $1 billion

DEARBORN. — Ford Motor Co. will report a loss of more than $1 billion for 1981, according to Peter J. Pestillo, vice president, labor relations. The loss figure came in response to requests by the UAW, which is currently negotiating with the company. Pestillo said Ford has not ruled out asking for a wage freeze in any new contract.

Fisher Body to close trim plant

DETROIT. — Fisher Body has announced it is permanently closing its automotive trim plant in Euclid, O., idling another 1,115 workers in addition to 300 already on indefinite layoff. The closing was said to be a direct result of the breakdown in General Motors-UAW contract negotiations on worker concessions.

See BREAKING NEWS, Page 8, Col. 1

Output slumps to 35-year low

By Patricia Hoffman
Staff Writer

The domestic auto makers started 1982 on shaky ground as January production was the lowest for that month in 35 years, and the lowest for any month since August, 1968.

The makers finished 280,179 units in January, a 39.39 percent drop from 462,284 completed in the comparable 1981 period, and the lowest total for the month since 1947 when only 248,657 cars were built. Production hasn't been lower for any month since August, 1968, when the makers completed only 196,823 due to model changeover.

Only one of the six auto companies showed a gain last month. Checker Motors finished 200 units in January, up 17.65 percent from 170 in the comparable 1981 month.

Losses for the other companies were: General Motors, down 36.31 percent from 300,313 to 191,267; Ford Motor, down 58.21 percent from 97,698 to 40,832; Chrysler Corp. down 11.55 percent from 41,725 to 36,905; Volkswagen of America down 45.82 percent from 12,923 to 6,996, and American Motors down 57.96 percent from 9,465 to 3,979.

With 21 assembly points idle last week, the auto makers targeted output at only 59,923 units, down 22.17 percent from 76,993 the previous week and down 51.02 percent from 122,345 the comparable 1981 week.

So far this year, the manufacturers have completed 340,102 cars, a drop of 41.83 percent from 584,629 in the comparable period last year.

There were 19 car assembly plants idle last week for inventory control, plus two which remained down for model change-

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AMC sweetens pot; Chrysler response due

Ford is matching GM's rebates

By Joseph Bohn
Marketing Editor

Rebates once again have become the promotional tool with which Detroit hopes to market its way out of a sales slump.

In the wake of General Motors' rebate announcement, Ford, Chrysler and American Motors all went back to their drawing boards to come up with competitive programs.

What happens when it all ends in April is anyone's guess. But, for the time being, dealers should see a sharp increase in traffic, field stock should come down and sales should increase to the benefit of everyone.

A lot of promotional hoopla and ad support is being given the rebate programs, both on corporate and divisional levels.

Ford Motor's response to the GM rebate is a program that pretty closely matches GM's.

Ford's rebates run from Feb. 2 to April 3. They cover '81 and '82 new cars and trucks, with a 25 percent dealer contribution on all vehicles, except the Courier pickup for which there is no dealer cost-sharing.

Ford is giving dealers a choice of retaining its previous dealer cash incentive program or taking the new rebates. The vast majority of dealers are expected to opt for rebates.

In switching to rebates, Ford also dropped a previous cash-payments-to-salesmen program it had in effect.

Under its new program, Ford continues to offer rebates of 5 percent on Escort/Lynx and the two-year-warranty / free-maintenance program for those models. It has now been extended to April 3.

Ford also retained a special $500 dealer cash incentive payment on EXP/LN7, now extended through April 3. The EXP/LN7 also qualify for the two-year - warranty / free - maintenance-coverage program plus a 5 percent rebate.

• During Feb. 2 to April 3, Ford also is offering $750 rebates on Fairmont/Zephyr, Mustang/Capri and Granada/Cougar, with a 25 percent dealer contribution.

At Lincoln-Mercury, there is a $2,000 rebate on Continental, with a 25 percent dealer contribution.

LTD/Marquis get $500 dealer incentives, after a one-unit qualifier.

Ford is also paying $750 rebates on all light-duty conventional size pickup trucks, vans, Broncos and club wagons.

It has a separate program for Courier pickups.

The '82 Couriers come in for a $750 rebate.

The '81 Couriers continue to receive $750 dealer cash incentives, previously offered, through Feb. 10, plus a new $250 consumer rebate.

On Feb. 10, '81 Couriers are divided into two payment groups.

Those Couriers eligible for a $750 dealer cash incentive under a previous order provision program (dealers had to order and retail the units within 60 days of receipt) will continue to be eligible for a $750 dealer cash incentive, beginning Feb. 10, plus a $250 consumer rebate.

All other '81 Couriers, previously in dealer inventory and not subject to the order provision, qualify for a flat $750 consumer rebate. (No cash incentive.)

Ford's rebates on cars and trucks require that a unit be retail delivered between Feb. 2 and April 3; or a dealer can place the customer order by Feb. 28 (it can be received in the zone office by March 3) and the vehicle qualifies for a post-April 3 delivery rebate.

Ford also has a separate fleet rebate program.

The fleet rebates cover only '82 units and don't include any dealer cost sharing.

Ford is paying fleet buyers $500 on Escort/Lynx, $600 on Fairmont/Zephyr and $600 on Mustang/Capri and Granada/Cougar.

Also, it is paying $550 on pickup trucks, vans, club wagons and Broncos; $750 on Courier pickups and $375 on the new Ranger compact truck.

To qualify, all fleet rebate vehicles must be delivered between Feb. 2 and April 3, or orders must be received in the factory field office by March 17 for post-April 3 delivery.

Ford had previously offered a 24-month-warranty / free-maintenance program on some fleet vehicles, and this has been discontinued.

Ford will spend $15 million over a two-month period promoting its rebates and "carefree maintenance" offer, according to Philip E. Benton Jr., vice president for sales operations.

Benton anticipated the new marketing program would increase sales of covered models by 20 to 25 percent which would offset costs enough to make it profitable.

If Ford picked up only 15 percent more sales volume, that would not be enough to make it profitable, Benton said.

• General Motors earlier kicked off a "Let's Get Moving" rebate campaign, paying from $500 to $2,000 on units delivered between Feb. 1 and March 31.

The GM program covers '81 and '82 X-cars, J-cars, the new A-bodies, Chevette/T1000 and Seville, along with trucks and vans.

There is a 25 percent dealer contribution.

Payments include: $2,000 on Cadillac Seville; $750 on Chevrolet Cavalier, Pontiac J2000; Oldsmobile Firenza; Buick Skyhawk and Cadillac Cimarron.

Also, there is a $750 rebate on Chevrolet Citation, Pontiac Phoenix, Oldsmobile Omega and Buick Skylark.

The new Chevrolet Celebrity, Pontiac 6000, Oldsmobile Cutlass Ciera and Buick Century (front-drive models only) come in for $500 rebates; the Chevette and Pontiac T1000 for $500, also.

Additionally, GM has rebates on all its light trucks.

The Chevrolet and GMC light-duty trucks, including pickups,

Continued on Page 6, Col. 1

His third store

Don Carter, right, president of the newly opened Carter Lincoln-Mercury of Bridgeton, Inc., Bridgeton, N. J., shows off the new facility to William E. Nieporte, L-M's Philadelphia district sales manager. Carter owns and operates three Lincoln-Mercury dealerships in New Jersey.

World champion is sure-footed

Hurling this Ford Escort over some of the worst roads in the world, Finland's Ari Vatanen won the 1981 World Rally Drivers' championship. The 29-year-old Vatanen won three championship rallies, in Greece, Finland and Brazil, on his way to the title. He used Pirelli P7 radials, and his victory made a total of nine World Rally Championships won in the past 10 years on Pirelli tires.

Sales problems, heavy layoffs expected

GM-UAW failure will hurt both

By Marjorie Sorge
Labor Editor

Heavy layoffs and slow sales will almost certainly result from the failure of the UAW and General Motors to negotiate a new contract which would have lowered labor costs and car prices, according to UAW President Douglas A. Fraser.

GM has already tried to perk up the dead new-car market by offering rebates on about half its car lines without any aid from union concessions. That plan would have been longer and covered more vehicles had an agreement been reached, according to GM Chairman Roger B. Smith.

But when the Jan. 28 midnight deadline came, the company and the union were still decidedly split on job security and outsourcing, Fraser said. He said GM had offered the union a better plan earlier that week but backed off on the deadline day. Other sticking points were in economics and equality of sacrifice.

Although the parties were far apart, union officials conceded it would have been difficult to sell any contract concessions to the membership.

The UAW/GM Council voted by a 57 to 43 percent margin to continue negotiations after talks had first broken off. The close margin put a cloud over talks as they resumed and showed that the workers were very cautious about concessions, Fraser said.

GM's year-end report of $333 million profit and no cut in the dividend would also have made it more difficult to sell any scaled-down contract, sources say. The profit represented a $1.1 billion turnaround from the $763 million GM lost in 1980.

The union had demanded equality of sacrifice from all non-UAW groups at GM including white-collar workers, executives and stockholders.

Also, the union's 11-member bargaining team was divided on the advisability of granting concessions and Fraser admitted there were differences in the ranks.

"There was no dissension," he said. "There was a helluva lot of debate. I'm proud of the committee, and the disagreements they had are no different than the disagreements among 11 other people."

Breaking off the talks without an agreement leaves both GM and the UAW in poor strategic and image shape. GM had promised to pass through all labor savings to the consumer by lowering prices. Since the announcement was made over four weeks ago, GM sales have fallen off as consumers waited to find out what the specific decrease would be in sticker prices.

"We knew going in that if we didn't succeed it would have a detrimental impact on the image of the UAW," Fraser has said. "It was a risk that we took. Certainly this is a setback from a public relations point of view."

Fraser said he now expects the consumer will be angry with both GM and the UAW and indicated he expects sales to remain sluggish. He said GM sales are probably softer now than they would have been if negotiations had never begun.

But GM is trying to counter-

Continued on Page 6, Col. 3

Dealer shop business winds up a good year

By Francis J. Gawronski
Service Editor

The nation's new-car dealers had a good month of service and parts business in December to close out one of their better shop years.

According to the Automotive News Service Index, service and parts business in December amounted to 106.3 percent of the business achieved in the same month in 1980.

December also marked the 10th consecutive month in which the dealers' shop volume showed an increase over the year-earlier month.

Service and parts business for all of 1981 amounted to 105.5 of the business conducted in all of 1980 for the eighth best showing in the 21-year history of the Service Index.

The 12-month record occurred in 1978 when the service-parts volume increased 12.0 percent above the business for the previous year.

All indicators used in the Service Index, except repair orders written, made good gains in the 12-month period of 1981 and in December.

Gross profit on all labor, parts and accessory sales — the most important indicator to dealers — gained a healthy 9.2 percent over the previous 12-month period. Profits were up 4.9 percent in December.

Repair orders for the year were down 3.2 percent from the year-earlier figure. December showed a decline of 1.5 percent in the number of repair orders written in the same month the year before.

Total labor sales — customer paid and warranty — climbed 4.3 percent for the 12-month period and 8.1 percent in December.

Shop parts sales (customer-paid and warranty) advanced 6.7 percent in 1981 and 9.5 percent in December.

Sales of all parts and accessories increased 8.8 percent for the year, while December's business increased 10.2 percent over the volume recorded in the same month in 1980.

Figures used in the Service Index are compiled from monthly reports on service and parts business from a cross-section of the nation's new-car dealers.

SERVICE INDEX
106.3*

	Dec., '81 vs. Dec., '80	12 mos., '81 vs. 12 mos., '80
Gross Profit on All Labor and P&A Sales	+ 4.9%	+ 9.2%
Repair Orders Written	− 1.5%	− 3.2%
Total Labor Sales (Customer & Warranty)	+ 8.1%	+ 4.3%
Shop Parts Sales (Customer & Warranty)	+ 9.5%	+ 6.7%
Sales of All P&A	+10.2%	+ 8.8%

*—Survey by Automotive News shows that dealers' service and parts business in Dec., 1981, was 106.3 percent of business in Dec., 1980. Service business in the 12 months of 1981 was 105.5 percent of business in the corresponding period in 1980.

A move to revive 2 major operations

Stempel to lead Chevy; Lund heads GM sales

By John K. Teahen Sr.
Managing Editor

Thirteen months ago, General Motors promoted F. Alan Smith to executive vice president in charge of finance, putting him in line for the chairman's job when Roger B. Smith retires in 1990.

Last week, GM may have tagged a future president: Robert C. Stempel, 48.

Stempel was named general manager of Chevrolet, GM's most important division, but one that lately has not been living up to the corporation's high expectations.

Stempel's appointment was one of a series of high-level personnel changes at GM last week.

At Chevrolet, Stempel succeeds Robert D. Lund, 62, who moved to vice president in charge of the Sales and Marketing Staff.

Stempel, a GM vice president, returns from West Germany where, for the past 18 months, he has been managing director of Adam Opel A. G. and responsible for GM's European-sourced passenger-car operations.

GM made two other vice-presidential changes last week.

Ferdinand P. J. Beickler went to Germany to replace Stempel, and Robert D. Burger was named assistant general manager of Cadillac. Beickler, a vice president since 1979, is a former Opel man who has been chairman and managing director of Vauxhall Motors, Ltd., in England. Burger had headed the Sales and Marketing Staff.

GM watchers couldn't remember when—or if—GM has ever had an assistant general manager of a car division. But Burger may be an assistant with the right of succession. Edward C. Kennard, Cadillac general manager, is 62. Burger is 57.

Chevrolet has been an important steppingstone to the top for the last three GM presidents. Edward N. Cole, Elliott M. Estes and F. James McDonald all headed that division.

McDonald, the current president, is 59. Stempel is young enough to succeed him. He may even be young enough to succeed McDonald's successor.

Stempel has been given the difficult job of turning Chevrolet around. The division has faltered the last couple years. As general manager, Lund must bear a portion of the blame, but many observers feel it's a bum rap.

Internal factors, like GM's pricing policies and product-sharing among divisions, have contributed to Chevrolet's troubles. So have external factors like the sky-high interest rates and the economic downturn.

But wherever the blame lies, it's a fact that Chevrolet's sales last year were down 17.47 percent from 1980 (which was no barn-burner) while Buick, Oldsmobile and Cadillac sales were up and Pontiac was off 10.16 percent. GM as a whole was down 7.77 percent.

Put it another way: Chevrolet car sales were down 305,253 units last year. GM's car sales (including Chevrolet) were down 319,786. Chevrolet accounted for 37.99 percent of GM's car sales in 1981, down from 42.45 percent in 1980.

If Stempel can change those numbers—and it will be a monumental task—he'll certainly be on his way to the corporate heights.

Stempel has been with GM since 1958. He was at Oldsmobile in engineering until 1973 when he became assistant to the GM president (Cole). He moved to Chevrolet in 1974 and was director of engineering for Chevy when he was named Pontiac general manager in 1978.

In August, 1980, Stempel went to Opel, gaining the overseas experience that is so necessary to top auto executives these days. Opel has been having its troubles, too, and the German operation isn't out of the woods yet. Stempel wasn't really there long enough for Opel to show the effects of his ministrations.

Opel, incidentally, is no far-flung outpost on the GM map. In recent years, it has vied with Oldsmobile for second place in vehicle production among all GM units. Chevrolet is first, of course, by a wide margin.

Lund's move to the Sales and Marketing Staff can be viewed as an effort to pump new life or a different life into that activity. Chevrolet's current troubles notwithstanding, Lund has the well-earned reputation of a super-salesman.

He's been with GM 36 years, all but two of them with Chevrolet. The two non-Chevy years (1973-74) were spent as general manager of Cadillac. He was Chevrolet general sales manager when he went to Cadillac at the beginning of 1973, and he returned to Chevrolet as general manager in November, 1974.

• GM made several other personnel changes last week, one of them overseas and a number on this side of the pond.

John M. Fleming, 51, succeeded Beickler as chairman and managing director of Vauxhall. Fleming had been Vauxhall's director of commercial vehicle operations. He's a onetime Oldsmobile marketing director and assistant general sales manager and also has been Opel sales director.

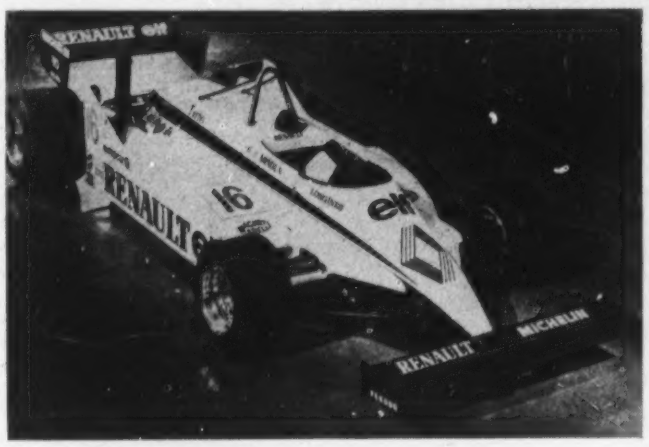
William B. Larson, 50, director of the Worldwide Product Planning Group, was named program manager of new-vehicle development, reporting to the office of the GM president.

Larson's successor was something of an eyebrow-raiser. John M. Smith Jr., 43, corporate comptroller, was named director of the Worldwide Product Planning Group.

A finance guy as GM's top product planner? Well, Roger Smith and former Chairman Thomas A. Murphy had non-finance assignments on their way up the ladder. So did F. Alan Smith. John Smith may be a name to paste in the GM future book. One thing is certain: He has the surname for it.

Robert T. O'Connell, 43, corporate treasurer, was elected comptroller, succeeding John Smith, and Courtney F. Jones, assistant treasurer, moved up to treasurer, succeeding O'Connell.

W. Gordon Binns Jr., 52, coordinator of pension fund investment and assistant treasurer, was named chief investment funds officer, reporting to the vice president in charge of the Financial Staff.



Racer from Renault

The 1982 turbocharged Formula One Renaults will be coded RE 30/Bs. Although they look nearly the same as the 1981 machines, they have a new body surrounding the 1.5-liter twin turbocharged 540-HP engine. Premiere of the Renault Formula One team in the U. S. will be at Long Beach, Calif., in April, shortly after introduction here of Renault's first production turbo, the Fuego.

Chrysler report card is less than glowing

WASHINGTON.—In the most recent report to Congress made by the Chrysler Loan Guarantee Board — unfortunately covering only the first nine months of 1981 — the board continues to stress "there is no guarantee of the company's success."

If Chrysler is to "remain viable," it adds, "steadily improving performance of actual market conditions must occur."

Moreover, even though the first nine months of 1981 are better than earlier years, "further progress may prove difficult," it said.

Although this fails to take into account several major actions taken by Chrysler since September and although it stops short of saying the company is not viable — a statement that would have the effect of eliminating any possibility of the last $300 million in federal loan guarantees — it is not a rosy picture.

Meanwhile, the board is analyzing Chrysler's new four-year plan and looking for a "reasonable prospect" of Chrysler's continuation with no more than the $1.5 billion of federal help through 1983 and its continued viability after that without further federal assistance.

The last drawdown was for $400 million and at that time, the board made its finding of viability required by the law.

Since then, Chrysler Chairman Lee Iacocca has sworn he will do everything possible rather than face the bad publicity and a possible slowdown in sales attendant with applying for the last $300 million in federal loan guarantees.

Conceivably, Iacocca is also leery of forcing the board to make once again a finding of "viability" — which becomes increasingly hard during a period of falling sales.

Moreover, the real spadework for the last drawdown was made during the Carter Administration — Jan. 19 — just one day before the swearing-in of President Reagan, whose Administration is philisophically opposed to "bailout" or any interference with market operations.

• The only retained member of the Chrysler board is Federal Reserve Chairman Paul Volcker. The new Treasury secretary is Donald Regan and the new comptroller is Charles A. Bowsher. Ex-officio members are Transportation Secretary Drew Lewis and Labor Secretary Raymond Donovan.

Since that last drawdown, the board has been exercising its authority to review asset sales in excess of $5 million and even any contract by the company in excess of $10 million.

But each time, the board has found the government's interest (chance of collecting) not endangered and the company's ability to survive not adversely affected.

It also notes in passing that the profit-sharing plan worked out in connection with the last drawdown is expected to be discussed during the coming September negotiations with the UAW to see if it should be extended beyond 1983.

The board also revealed it had allowed Chrysler to create a new subsidiary, Automotive Financial Services, as a bank of initial deposit for the company's cash draft collection system. This was needed because the

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Robert D. Burger

Ferdinand Beickler

Robert C. Stempel

Robert D. Lund

New Chevy boss has fine track record

23 years of high marks for Stempel

Robert C. Stempel is a big man (6-feet-4, 225 pounds) who has made a big — and a very favorable — impression everywhere he's been in his 23-year career with General Motors.

And he's been quite a few places. Oldsmobile, where he rose to assistant chief engineer. Assistant to the GM president. Chevrolet, where he became director of engineering. Pontiac, where he was general manager from 1978 to 1980. Opel in Germany, where he was managing director from 1980 until last week.

Now he's returning to Chevrolet as general manager.

Stempel is described as an "engineer's engineer" by many who have worked with him. Other terms that dot their evaluation are "an excellent communicator," "good-natured," "a great sense of humor," "everything he does, he does well."

And another accolade that is highly prized in Detroit: "He's a real *car* man."

Stempel joined Oldsmobile in 1958 and spent 15 years there. He held a number of engineering positions with that division and along the way became an expert on front-wheel drive — not a bad qualification to have these days.

An early associate gives him the credit for "figuring out the front-end steering geometry" of the Olds Toronado, which was the first of the current generation of domestic front-drive cars. Toronado debuted as a 1966 model.

Stempel's abilities were recognized by GM President Edward N. Cole who appointed Stempel assistant to the president in 1973. One of his assignments was acting as liaison man inside and outside GM on the catalytic converter.

GM had made a commitment to go across the board on the catalytic converter for 1975 models. Stempel was the expediter between the president's office and the divisions that were working on it. He also participated in numerous briefings on the device throughout the U. S. with the media and with government personnel.

He's remembered as a first-rate communicator, a man who could put the catalytic converter technology in layman's terms and make it understandable.

Stempel's next stop was Chevrolet engineering in October, 1974, and a year later he became director of engineering for that

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57th year — No. 4901

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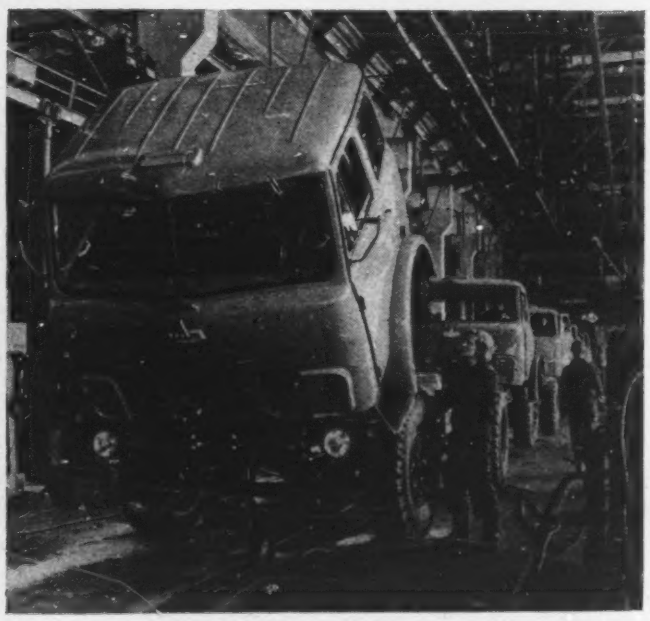
Ivan keeps on truckin'

Rolling down the assembly line at Soviet Union's Zil auto plant in Moscow, these trucks appear somewhat dated. Note the wraparound windshields.

Checking out Ladas quality

Workers at end of assembly line at Soviet Union's Togliatti auto plant check fit and finish on newly assembled Zhiguli (Lada) cars.



Coming down the line

Trucks inch down the assembly line at the Soviet Union's Kamaz Auto Plant, the newest truck factory in the nation.

Production rises; exports grow; new models due

Soviet auto industry moves ahead

By Lev Shugurov
Special to Automotive News

MOSCOW.—The Soviet Union has a developed automobile industry.

It is the world's leading bus manufacturer, the world's third-largest and Europe's biggest truck builder. It holds the sixth place in the world in output of passenger cars.

The Soviet automobile industry manufactures motor vehicles of over 300 models and modifications enabling this country to export more than 300,000 automobiles annually.

In the next few years the Soviet automobile industry will be further developed. Three factories will start manufacturing front-drive cars and a sharp increase is expected in the output of special-purpose vehicles, namely, refrigerator vans and dump trucks for open pits and farming.

Many new diesel and gas-powered trucks and buses will be made and a broader use will be made of aluminum to cut their weight.

In the next five years serial production will start of electric-powered cars, mostly wagon-type, and the Volga cars with pre-chamber combustion. This is going to reduce the consumption of conventional oil fuels and add to environmental protection efforts.

• The first Russian gasoline-burning car was built in 1896 by Yevgeni Yakovlev and Pyotr Freze. Weighing 300 kilograms and having a 2-HP engine, the car did not make a great success.

In the years prior to 1914, when domestic automobile production was stopped altogether, plants of Russo-Balt, Lessner, Puzyrev, Leitner, Freze, Duks and others put out not more than one thousand motor vehicles. Production of automobiles in this country was resumed only in 1917, after the October revolution.

Russia's automobile industry was pushed forward in the early '30s, when two modern works, ZIL and GAZ, were built in Moscow and Gorki with the aid of the American Ford Motor Co.

At the dawn of Soviet automobile-making, trucks made up the bulk of its output. Their share, however, was steadily declining from 92 percent in 1940 to 36 percent in 1980.

The 1970s-80s saw a sharp rise in the manufacture of passenger cars. To gain time the Soviet Union used the experience of Fiat and Renault, which assisted in the building and redevelopment of the three major car works, AZLK in Moscow, VAZ in Togliatti and IZh in Izhevsk.

The expected result was reached soon—today the private car fleet numbers eight million.

• Out of 1,327,000 cars manufactured in 1980, 328,900 were exported and the remainder sold to private owners and state organizations.

According to the Central Statistical Board, 1,107,000 new and used passenger cars were sold to private owners in 1980, as against 123,000 in 1970. Parallel with the growing scope of production, the assortment of passenger cars, now manufactured by eight works, was growing, too.

Geography of the Soviet Union—large distances between cities and difficulties in a fast development of a network of roads and servicing stations—is the cause of enhanced demands to the automobile design.

Soviet automobiles have a body stronger than their European counterparts, greater service intervals (normally 10,000 kilometers), are less demanding to lubricants and other service materials, and have a higher clearance (of at least 170 millimeters).

For these reasons the four-wheel drive UAZ, Niva and LUAZ are in high demand in this country, especially in rural areas.

The country's climate, too, lays its claims to the design of Soviet automobiles. All passenger cars are fitted out with heaters and easy-starting devices for winter. Trucks are manufac-

Continued on Page 43, Col. 1

SOVIET CARS EXPORTS
Including Parts for Assembly
(Thousands)

1970	91.8
1971	156.8
1972	203.7
1973	274.4
1974	302.5
1975	310.2
1976	360.1
1977	377.2
1978	402.0
1979	378.8
1980	328.8

SOVIET 1980 CAR EXPORTS

Bulgaria	52,817
Hungary	49,698
Czechoslovakia	34,927
GDR	33,750
Yugoslavia	24,265
Belgium	12,548
France	12,358
Great Britain	11,851
Rumania	11,380
Finland	9,762
Poland	8,879
Canada	8,721
the Netherlands	7,010
Cuba	6,786
Sweden	3,919
West Germany	3,421
Denmark	3,361
Italy	3,106
Austria	2,221
Iraq	2,726
Colombia	2,670
Norway	1,803
Egypt	1,003

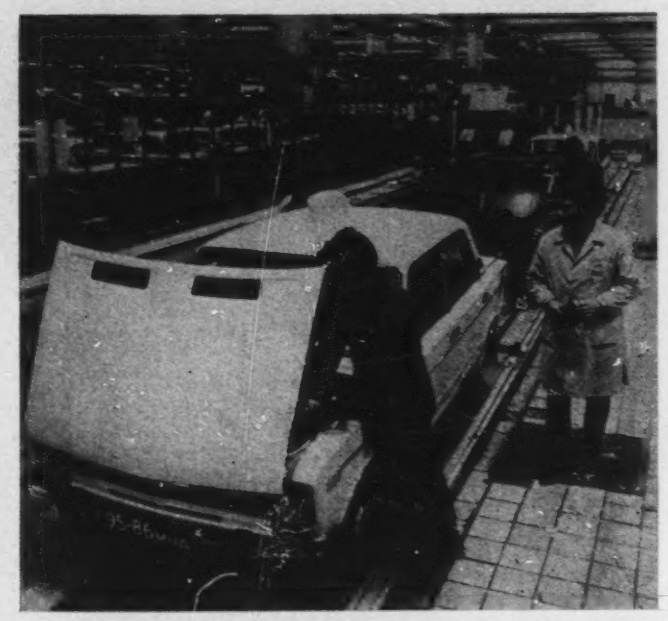
Soviet Motor Vehicles Production

Year	Passenger Cars	Trucks and Special-Purpose Vehicles	Buses	Total
1930	160	4,019	47	4,226
1940	5,511	135,958	3,921	145,390
1950	64,554	294,402	3,939	362,895
1960	138,822	362,008	22,761	523,591
1970	344,248	524,507	47,363	916,118
1971	529,041	564,250	49,316	1,142,607
1972	730,105	596,797	51,926	1,378,828
1973	916,700	629,481	56,023	1,602,204
1974	1,119,422	666,290	60,233	1,845,945
1975	1,201,210	695,779	66,860	1,963,849
1976	1,239,000	716,000	70,000	2,025,000
1977	1,280,000	734,000	74,000	2,088,000
1978	1,312,000	762,000	77,000	2,151,000
1979	1,314,000	780,000	79,200	2,173,000
1980	1,327,000	787,000	85,000	2,199,000

Today's Soviet Passenger Car Production

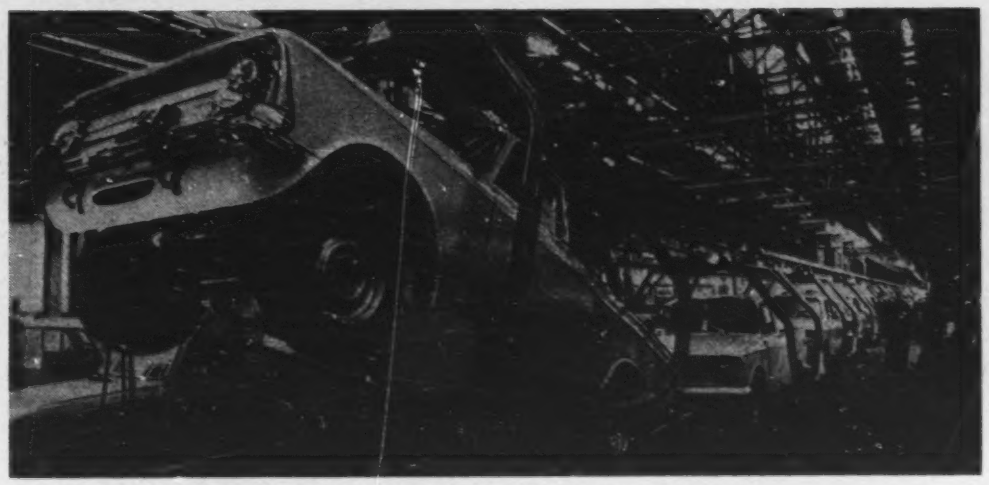
Factory, Location	Make	Model	Cylinders	Displacement, in cc	HP	Rev./Min.	Number of Seats/Doors	Length in meters	Overall Weight, in Kg	Speed, km/hr.
ZIL	ZIL	114	8	6,960	300	4,400	7-4	6.31	3,085	190
(Moscow)	ZIL	117	8	6,960	300	4,400	5-4	5.72	2,880	200
GAZ						4,200	7-4	6.11	2,590	175
(Gorki)	Chaika	14	8	5,526	220	4,500	5-4	4.96	1,450	150
	Volga	3,102	4	2,445	105	4,500	5-4	4.73	1,420	145
	Volga	24	4	2,445	95	4,500	5-4	4.73	1,420	130
	Volga	24-01	4	2,445	85	4,500	7-5	4.73	1,550	140
	Volga	24-02	4	2,445	95					
UAZ										
(Ulyanovsk)	UAZ	469B	4	2,445	75	4,000	7-5	4.03	1,540	100
AZLK	Moskvich	2140	4	1,478	75	5,800	4-4	4.25	1,080	140
(Moscow)	Moskvich	21406	4	1,478	68	5,800	4-4	4.25	1,080	130
	Moskvich	2137	4	1,478	75	5,800	4-5	4.21	1,120	120
	Moskvich	2138	4	1,358	50	4,750	4-4	4.25	1,080	120
	Moskvich	2136	4	1,358	50	4,750	4-5	4.21	1,120	120
	Moskvich	2140-SL	4	1,478	75	5,800	4-4	4.25	1,080	140
VAZ	Zhiguli	2106	4	1,568	80	5,200	5-4	4.17	1,045	152
(Togliatti)	Zhiguli	21061	4	1,452	77	5,600	5-4	4.17	1,045	150
	Zhiguli	2105	4	1,294	69	5,600	5-4	4.13	995	145
	Zhiguli	21051	4	1,198	62	5,600	5-4	4.13	995	140
	Zhiguli	2103	4	1,452	77	5,600	5-4	4.12	1,030	150
	Zhiguli	21033	4	1,294	69	5,600	5-4	4.12	1,030	143
	Zhiguli	21035	4	1,198	62	5,600	5-4	4.12	1,030	140
	Zhiguli	2102	4	1,198	62	5,600	5-5	4.06	1,010	135
	Zhiguli	21021	4	1,294	69	5,600	5-5	4.06	1,010	138
	Zhiguli	21023	4	1,452	77	5,600	5-5	4.06	1,010	145
	Zhiguli	21011	4	1,294	69	5,600	5-4	4.04	955	143
	Zhiguli	2101	4	1,198	62	5,600	5-4	4.07	955	140
	Niva	2121	4	1,596	80	5,200	5-3	3.72	1,150	130
	Zhiguli	2107	4	1,452	77	5,600	5-4	4.15	1,030	150
IZh	IZh	412IE	4	1,478	75	5,800	4-4	4.12	1,045	140
(Izhevsk)	IZh	2125	4	1,478	75	5,800	4-5	4.12	1,100	140
ZAZ	Zaporozhets	968M	4	1,198	41	4,400	4-2	3.76	840	118
(Zaporozhye)	Zaporozhets	968M	4	887	28	4,200	4-2	3.76	840	105
LUAZ	LUAZ	969M	4	1,198	39	4,300	4-3	3.37	960	85

A quick look at the Soviet auto industry



A main repair line at Zhiguli service center in Moscow.

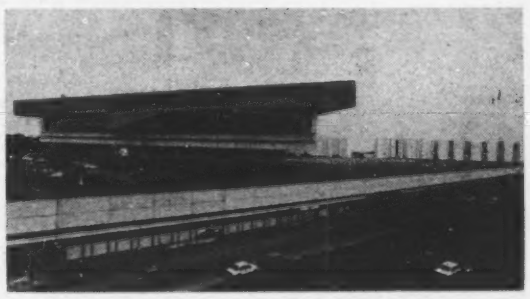
Belaz trucks undergo testing procedure. Big dumpers are used in mining and construction.



Moskvich cars move down the assembly line at Izhevsk auto plant.

Traditionally dressed and coifed model and new Moskvich.

New Ladas parked in marshaling yard at Togliatti Auto Plant.



Zhigili car service center in Moscow.

A repair shop in the Zhiguli service center.

Lada 2105, a new model from Togliatti.

The Soviet system

The auto industry — like everything in the Soviet Union—is built to a giant scale. Auto plants are huge (or, as in the case of Togliatti, gigantic) and so is the Moscow service center.

Also built to oversize scale are some of the Belaz trucks. Most of the passenger cars, although they seem somewhat dated in appearance, are designed to cope with the brutal weather and tough road conditions in the Soviet Union.

The Soviet Union ranks sixth in the world in output of cars, third in trucks and first in buses. The first gasoline car in Russia was built in 1896, but real volume production did not get under way until recent years.

New model of the Volga, produced in Gorky.

Production rises; exports grow; new models due

Soviet auto industry moves ahead

Continued from Page 4

tured aso in the "Arctic version" for the extreme North and the "tropical version" for Central Asia.

Here are some design specifications of the Soviet passenger cars now in serial production:

Aluminum crankcase (Moskvich, IZh, Volga, and Chaika); balance shaft (in Zaporozhets and LUAZ); full-flow oil filter (in Zhiguli and Moskvich); hydraulic lifters (in ZIL and Chaika); pre-chamber combustion (in Volga-3102); air-cooling (in Zaporozhets and LUAZ); automatic transmission (in ZIL and Chaika); permanent four-wheel drive (in Niva); interaxle differential (in Niva); disc brakes (in ZIL, Chaika, Moskvich, and Zhiguli); independent suspension of all wheels (in Zaporozhets and LUAZ), and hydraulic light beam corrector (in Zhiguli-2107).

In the late '50s, every Soviet automobile plant began putting out vehicles of a definite design so as to rationalize automobile manufacture. A number of factories specialized in the manufacture of buses and trolley buses, while others only in dumpers or other vehicles.

Standing apart among the buses are the special four-wheel drive models PAZ-3201 and UAZ-452 for the rural areas and the LAZ intercity coaches with independent front-wheel suspension. Pneumatic suspension is used in the big LIAZ buses and the ZIU trolley-buses for cities.

A few words about the TOARZ car factory in Tallinn: Every year it turns out 50 racing cars. The last model, Estonia-20 of the Vostok formula, has a wedge-shaped body of fiberglass, side radiators and magnesium-alloy wheels.

• For decades the Soviet automobile industry relied mostly on domestic supplies of sets of equipment, semi-finished products and primary materials. It depends on foreign partners neither in metallurgy, nor the manufacture of machine-tools or ballbearings.

However, over the last few years cooperation with factories abroad began to expand. Thus, shock absorbers, storage batteries, ignition switches, headlights, brakes, and a number of other things now arrive from Bulgaria, Hungary, East Germany, Poland, Czechoslovakia and Yugoslavia.

In turn, the Soviet Union sells to these countries ready-made cars and chassis and parts such as wheels, shock-absorbers and front axles.

Exports of Soviet motor vehicles grows, too, with passenger cars making an appreciable part of them.

The bulk of the Soviet imports is made up of the Hungarian buses Ikarus, Czechoslovak refrigerator trailers Skoda, and IFA dumpers from East Germany.

The Soviet Union also purchases numbers of the West German Magirus-Deutz and Czechoslovak Tatra trucks, Polish Nysa microbuses and wagon cars, Canadian Lectra Howl and Japanese Komatsu dumpers for open-pit mining.

Only recently the USSA began importing the Czechoslovak Avia wagon and refrigerator trucks.

Designed for the Soviet boondocks

This four-wheel-drive LUAZ Volyn is popular in remote and rural regions of the Soviet Union. It uses a four-cylinder, 35-horsepower engine.

letterbox

Continued from Page 18

pay and the Cartermen sent him $5,800 last year to shore him up, with which he purchased a vintage Corvette which he "shows" all summer while I work each day at the dealership where I'm a commissioned salesman of 30 years' tenure.

This summer vacation program is so commonplace to his kids they think it's part of their normal vacation time and are quite surprised when the neighbors go to work all summer.

Now, Mr. Westfall, if this is your typical UAW auto worker, I sure envy them and their lifestyle. He's ruined my business, will probably ruin the entire industry and may end up ruining the nation. These people admit they would rather stay home than work, and why not?

"Job Security" should include *earning* what you get, paying your way and filling a need. Michigan is over $1 billion in debt to the federal government for unemployment, our cars are priced beyond all but the automotive worker pay scale and our government is floundering in massive debt, part of which is the gift of TRA for auto workers.

When we return to a "dollar paid for a dollar earned" rather than "how much can I get for how little can I do," then we will be approaching affordable "job security."

Meanwhile, our UAW "prima donnas" are in for some surprises or I miss my guess. The companies are as guilty as the unions in expecting this "blood out of a turnip" economic philosophy to support them. Weak company negotiators over the past 20 years have done much to get us where we are.

It is inconceivable to me that the auto dealer has any idea of the extent to which the auto worker has been subsidized in this business. The salesman reports to work six days a week and gets paid for what he does and only for what he does. Where do the dealer and salesman figure in the TRA plan? Who cares, for that matter?

Further argument is not necessary. The economics of the thing will dictate, yes, are dictating the answer.—**Kenneth C. Floria,** Smith & Doster, Inc. (Ford), Delton, Mich.

Bringing buyers back

Read your editorial about "Get 'em in the tent" (Dec. 21), and it was right on target.

For quite a few years, we in the automobile business have necessarily been so intent on producing cars with low pollution and high mileage characteristics that we have relegated automobiles to a mundane "utility" category.

Before that, customers bought new cars not only because they needed them, but because they *wanted* them. Customers were pleased with the improvements and conveniences that were *apparent*, and were particularly attracted by the fresh styling of new cars. The new cars were exciting; customers wanted them.

Now, having relegated the automobile to a utility item like a furnace, a vacuum cleaner or a washer, people are buying them on a need basis. And, of course, the American automobiles can go much farther than most customers or critics ever realized.

All this brings me to another point. How can the American automobile, which has been so downgraded in the customer's perception of quality, run over 100,000 miles?

Some people, somewhere, were wrong in their criticism of the American automobile. It has proven, in use, to be a much better car than the critics had anticipated. Is it possible our severest critics were wrong in condemning the quality of the American cars?

The American public's perception of the American automobile should be upgraded, and will be if the facts are brought out. But if our critics keep on complaining about the quality of the American car, and there is no rebuttal, eventually customers accept the criticism as fact.

"Slow traffic" in domestic car salesrooms is one of the inevitable results of this criticism (as we are now witnessing). Of course, there are other reasons why customers aren't eagerly buying new American cars, but certainly the above stated reasons are an important part of the problem.

Let's get 'em in the tent!—**James V. Mancuso,** chairman, Mancuso Chevrolet, Skokie, Ill.

'Quite simple'

May I respectfully suggest that the solution to Detroit's key problem is really quite simple. The UAW hourly pay at auto industry supplier companies is about $7/hr., whereas the same person doing essentially the same work at the auto makers gets about $12.50/hr.

So . . . let the auto makers sell the cars and have them made by suppliers. — **Midwest Reader.**

Opel launches Family 2 diesel Kadett

BRUSSELS.—General Motors' Opel launched the diesel version of its Family 2 four-cylinder gasoline engine at the auto show here in January.

The 1.6-liter, 54-horsepower engine will go into the hatchback Kadett—where it will give Opel some clout against the diesel Golf (Rabbit)—and into the new Ascona.

The engine, made at Kaiserslautern in West Germany, is said to have very good torque, and to return excellent fuel economy.

It forms part of an expansion of Family 2 derivatives. At the Geneva Auto Show in March Opel will unveil a fuel-injected, 1.8-liter version.

While this will go into the front-drive Kadett and Ascona, its first application will be in the front-engine, rear-drive Manta coupe.

Vital to public transportation

With few privately owned automobiles in the Soviet Union, buses are considered the way to go. As a result, the country ranks first in the world in bus production.

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State capitol roundup

More states mull higher gas tax

By Mary G. Jones
Special Correspondent

This year, Georgia will reconsider a 1981 bill to increase its motor fuel tax from 7½ to 9½ cents. Bills to increase the state tax on gasoline and diesel fuel are expected to be considered in at least nine other states.

Other legislative methods of raising motor fuel tax revenues such as imposition of a sales tax on motor fuel, levying of local gasoline or sales taxes or changing the taxing mechanism to a variable method of taxation are also highly likely to be considered in many states.

In 1981, 27 states considered bills to increase their state's tax on gasoline and diesel fuel. Sixteen states and the District of Columbia actually approved these measures.

Legislative increases were approved in California, Colorado, Delaware, District of Columbia, Idaho, Iowa, Minnesota, Nevada, New Hampshire, North Carolina, South Carolina, South Dakota, Tennessee, Utah, Vermont and Wisconsin.

All of these increases, except in California became effective during the 1981 calendar year. The California increase from 7 to 9 cents per gallon is scheduled to become effective Jan. 1, 1983.

• Two of these states increased their tax by one cent per gallon; nine states and the District of Columbia by 2 cents; three states by 3 cents; and two states by 4 or 4½ cents per gallon.

STATE FUEL TAXES
(Gasoline, as of 1-1-82)

	Cents
1. Alabama	11
2. Alaska	8
3. Arizona	8
4. Arkansas	9.5
5. California	7
6. Colorado	9
7. Connecticut	11
8. Delaware	13
9. Dist. of Col.	13
10. Florida	8
11. Georgia	7.5
12. Hawaii	8.5
13 Idaho	11.5
14. Illinois	7.5
15. Indiana	11.1
16. Iowa	13
17. Kansas	8
18. Kentucky	10
19. Louisiana	8
20. Maine	9
21. Maryland	9
22. Massachusetts	12.2
23. Michigan	11
24. Minnesota	13
25. Mississippi	9
26. Missouri	7
27. Montana	9
28. Nebraska	13.9
29. Nevada	10.5
30. N. Hampshire	14
31. New Jersey	8
32. New Mexico	9
33. New York	8
34. N. Carolina	12
35. N. Dakota	8
36. Ohio	10.3
37. Oklahoma	6.58
38. Oregon	8
39. Pennsylvania	11
40. Rhode Island	12
41. S. Carolina	13
42. S. Dakota	13
43. Tennessee	9
44. Texas	5
45. Utah	11
46. Vermont	11
47. Virginia	11
48. Washington	12
49. W. Virginia	10.5
50. Wisconsin	13
51. Wyoming	8

Delaware, Hawaii, Illinois, Michigan, Vermont and Washington will also reconsider bills in 1982 which adopt a variable method of taxation.

This method ties the tax imposed on motor fuel to the wholesale price or the average statewide retail price of fuel. Therefore, the amount of tax will automatically increase as the price of motor fuel increases.

The laws generally limit the amount the tax can be increased during a specified period, by providing maximum and minimum statutory limits. The rates are usually recalculated quarterly or semi-annually.

There are now eight states which impose a variable fuel tax. This is a relatively new concept in motor fuel taxation as the first variable fuel tax was enacted in Washington in 1977.

This was followed by New Mexico in 1979; Indiana, Kentucky, Massachusetts and Nebraska in 1980, and Ohio and Rhode Island in 1981.

The Ohio variable method of calculating tax is slightly different. The tax there is based on a formula which uses highway maintenance costs and fuel consumption patterns as factors.

• All states with variable fuel taxes increased their tax during the first part of 1981. During the last quarter of 1981, however, Kentucky and Massachusetts actually slightly decreased their tax by a portion of one cent.

In the first period of 1982, Kentucky, Massachusetts and Washington again decreased their gasoline tax. In Nebraska and Rhode Island, the 1982 tax will remain the same as it was for the last six months of 1981.

The number of states increasing their motor fuel tax has increased steadily in recent years. In 1978, only four states increased their tax; in 1979, 10 states; and in 1980, 11 states. In 1981, 25 states and the District of Columbia increased their motor fuel tax either legislatively or administratively.

The highest gasoline taxes are centered in the North Central states. The state levying the highest tax on gasoline is Nebraska at 13.9 cents. Five other states and the District of Columbia levy a tax of 13 cents per gallon.

Texas has the lowest gas tax rate at five cents followed by Oklahoma at 6.58 cents per gallon. Included elsewhere on this page is a chart which shows the state gasoline taxes of Jan. 1, 1982.

• Currently, eight states and the District of Columbia impose a sales tax on the sale of gasoline and motor fuel. These states are California, Georgia, Hawaii, Illinois, Indiana, Michigan, Mississippi and New York.

In 1982, measures will be considered in Minnesota, Ohio and Rhode Island to impose a sales tax on the sale of motor fuel. New York bills are also pending to exempt the sale of motor fuel from the state sales tax.

Bills pending in Hawaii and New York would reduce the amount of sales tax levied on the sale of motor fuel.

State highway funds are in double jeopardy. There has been a tremendous increase in construction and maintenance costs due to the effect of inflation on both materials and labor. Therefore, most states are only able to perform minimal maintenance on their roads. Few states plan new road construction projects.

The Federal Highway Administration rates less than one-third of all major roads and streets in the United States in the "good" category for pavement conditions. Sixty percent are rated "fair" and 10 percent are rated "poor." This represents a decrease of 5 percentage points in the "good" category from 1975 to 1978.

• Road fund balances have been lower in recent years as people drive more fuel-efficient vehicles and cut their fuel consumption and the total gasoline revenues fall.

According to statistics compiled by the Federal Highway Administration, the average vehicle's annual fuel usage dropped from 830 gallons in 1970 to 735 gallons in 1980. This represents a decrease of 11 percent.

Other Federal Highway Administration figures show that state tax revenues raised from motor fuel taxes decreased by $400 million from 1979 to 1980.

Two Datsun decades

Jack Heinrich, right, Heinrich Motors, Hillsboro, Ore., is presented with a plaque marking his 20 years as a Datsun dealer. Making the award is Bob Chase, Portland assistant regional sales manager for Nissan.

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46-year Chevrolet veteran

Gordon A. Wilson, right center, retiring after 46 years as a Chevrolet dealer near Detroit's Tiger Stadium, is honored by colleagues and family. From left are: Red Stewart, Chevrolet regional manager, north central region; Bud Feely, Chevrolet director of marketing; Richard P. Loughman, Detroit zone manager, and Wilson's wife, Margaret.

factories list auction dates

American Motors

Feb. 9 — Ohio Auto Auction, Columbus, O.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.

Feb. 10—Sand Mountain Auto Auction, Boaz, Ala.; Southern Auto Sales, Warehouse Pt., Conn.

Feb. 11 — Atlanta Auto Auction, Red Oak, Ga.; Golden Gate Auto Auction, Fremont, Calif.

Feb. 12 — Floyd Hauhe Auto Auction, Bridgeton, Mo.; Concord Auto Auction, Acton, Mass.

Feb. 16 — D-A Auto Auction, New Stanton, Pa.; Aptco Auto Auction, Taylor, Mich.

Feb. 17 — Minneapolis Auto Auction, Shakopee, Minn.; Dallas Auto Auction, Grand Prairie, Tex.; Central States Auto Auction, Mason City. Ia.

Feb. 18—Evansville Auto Auction, Evansville, Ind.; Todd Auto Auction, Telford Pa.; Fredericksburg Auto Auction, Fredericksburg, Va.

Feb. 23—Ohio Auto Auction, Columbus, O.; Metro Auto Auction of Kansas City, Lee's Summit, Mo.

Feb. 24—Sand Mountain Auto Auction, Boaz, Ala.; Southern Auto Sales, Warehouse Pt., Conn.

Feb. 25 — Atlanta Auto Auction, Red Oak, Ga.; Golden Gate Auto Auction, Fremont, Calif.

Feb. 26 — Floyd Hauhe Auto Auction, Bridgeton, Mo.; Aptco Auto Auction, Taylor, Mich.

But truck registrations decline 9.7 pct.

Car sales steady in Japan in '81

TOKYO. — Truck sales in Japan in 1981 declined for the second consecutive year, but car sales held steady and sales of midget cars — those powered by engines of less than 550cc— increased for the second straight year.

Vehicle sales — excluding the midgets — stood at 3,897,200 units, off 2.6 percent from the 1980 total, the Japan Economic Journal reported.

That was broken down into 2,701,156 car sales, up 0.8 of a percent from 1980; 1,173,147 trucks, down 9.7 percent, and 22,897 buses, down 2.1 percent.

The midget-car total was estimated at 1,229,821 units, up 21.4 percent from a year earlier and the second highest total ever. The best sales year for the midgets was in 1970, when sales totaled 1,255,913.

The financial newspaper reported that Honda was the only maker of full-size vehicles to show an increase in registrations for 1981. Its total of 192,646 cars and trucks was a 12.7-percent increase over 1980.

Registrations of other full-size units were reported as follows: Toyota, 1,492,699, down 0.1 percent; Nissan, 1,134,347, down 2.8 percent; Mitsubishi, 327,542, down 10.8 percent; Toyo Kogyo, 334,274, down 0.8 percent; Isuzu, 189,475, down 2.8 percent; Daihatsu, 71,546, down 22.4 percent; Fuji Heavy Industries, 56,555, down 7.3 percent; Hino Motors, 38,922, down 17.5 percent; Nissan Diesel Motor, 20,905, down 18.6 percent, and Suzuki, 179, down 52.3 percent.

Imported-car registrations were also down for the year, to 38,110 units, a 15.1 percent decline.

The story was reversed for the midgets: Only one of six major makers lost ground in '81. That was Toyo Kogyo, whose registration total of 51,650 units was off 6.1 percent.

Major makers who increased their midget-car registrations in 1981 were Honda, 141,793, up 41.7 percent; Fuji Heavy Industries, 173,685, up 33.4 percent; Daihatsu, 242,160, up 23.0 percent; Mitsubishi, 187,781, up 17.3 percent, and Suzuki, 432,721, up 16.1 percent.

Specht takes sales post at General Warranty

MARINA DEL REY, Calif. — Barbara J. Specht has been named national sales administrator of General Warranty Corp.

She will coordinate a national distribution network of independent general agents serving dealers. Specht established and managed a similar operation while at American Warranty Corp.

Model breakdown
Auction Averages

	January	December	November
1982	$7,432		
1981	6,435	6,424	6,689
1980	5,144	5,363	5,454
1979	5,184	4,321	4,657
1978	3,633	3,475	3,782
1977	2,857	2,590	2,733
1976	2,343	2,026	2,099
1975	1,854	1,361	1,562
Overall Average	$4,904	$4,117	$4,315

Used car sales
Auction Averages

January	$4,904
Months ago	$4,117
Year ago	$4,099

MVMA distributes specs booklets for crash studies

DETROIT. — The MVMA has begun distributing to accident investigators the 1981 edition of a specifications booklet.

The new edition provides 21 specifications on 1972 through 1981 domestic and foreign passenger cars. With the book, accident investigators prepare detailed accident reports that are used by MVMA researchers to learn about the performance of vehicles in traffic accidents.

More than 400 copies of the new edition, prepared with the cooperation of Automotive News, are going to investigators at DOT, the Motor Carrier Safety Bureau, NHTSA, the Canadian Ministry of Transport and private laboratory and university research groups.

MVMA has been distributing the specifications booklet for five years.

MVMA has worked with government agencies in accident investigation since 1958 to correlate accidents with impact testing and computer modeling.

used-car auction directory

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Use Automotive News Classified Section

Imports dip in January, but grab 31 pct. of market

Domestic sales lowest since 1954

By Jenny L. King
Staff Writer

The new-car sales recession deepened the first month of 1982, with domestics plunging to their lowest level since 1954 and imports, though down in numbers, claiming a record 31.08 percent of the market.

U. S. auto makers retailed 368,138 new cars in January, down 21.64 percent from the year-ago 469,832 and worst for the month since 355,437 back in 1954.

Import sales totaled 166,172, down 6.33 percent from 177,395 last year.

Combined sales reached 534,310 units, down 17.45 percent from 647,227 in January of 1981.

The domestic selling rate averaged 14,726 last month, based on 25 selling days. That was down 18.51 percent from 18,070 for 26 days a year ago.

General Motors sales numbered 222,544, down 24.10 percent from 293,219 in 1981 (down 21.06 percent daily rate). Ford Motor Co. reported sales of 88,806, down 9.35 percent from 97,969 (down 5.73 percent daily rate). Chrysler Corp. sales of 45,290 were down 18.33 percent from 55,452 (down 15.04 percent daily rate).

American Motors sales totaled 6,173, down 42.41 percent from 10,719 last year (down 40.11 percent daily rate), and Volkswagen of America plunged 57.31 percent, to 5,325 from 12,473 (down 55.57 percent daily rate).

GM earned 60.45 percent of the domestic market, down from 62.41 percent a year ago. Ford sales accounted for 24.12 percent, up from 20.85 percent. Chrysler climbed to 12.30 percent from 11.81 percent. AMC stood at 1.68 percent, down from 2.28 percent, and VWoA cornered 1.45 percent, down from 2.65 percent.

Only two U. S. makes, Chrysler and Lincoln, were up during the month. Chrysler edged ahead 8.89 percent and Lincoln pushed up 28.69 percent.

Fifteen imports were up in January. Volvo, Peugeot and Jaguar reported record sales. Top-selling Toyota was down 19.17 percent; Datsun was down 1.76 percent; Honda was up 9.92 percent; Subaru was up 1.39 percent, and Mazda was down 23.10 percent.

Imports claimed 31.03 percent of the month's market, up dramatically from 27.41 percent a year ago.

Third-period domestic sales were down 32.59 percent, to 137,472 from 203,948 in 1981. The daily selling rate was 15,275 (for nine days), down 25.10 percent from 20,395 (for 10 days).

IMPORTED CAR SALES

	Jan., 1982	Jan., 1981
Alfa Romeo	104	55
Audi	3,229	3,120
BMW	3,092	2,390
Challenger	1,042	947
Champ	3,389	2,808
Colt	3,570	2,779
Datsun	32,522	33,103
DeLorean	400†	.....
Fiat	908	1,874
Fiesta	.....	3,922
Honda	34,333	31,234
Isuzu	1,114	11
Jaguar	634	286
Lancia	37	84
Mazda	9,896	12,868
Mercedes-Benz	4,485	4,097
MG	.....	299
Peugeot	1,134	1,013
Porsche	829	706
Renault	2,008	2,769
Rover	.....	81
Saab	1,143	1,074
Sapporo	822	922
Subaru	11,470	11,313
Toyota	38,088	47,121
Triumph	.....	603
Volkswagen	4,543	5,521
Volvo	7,380	6,289
TOTAL	166,172	177,395

† Estimate

Where Auto Market was in January

	Total Sales	Pct. of Total
SUBCOMPACT	86,627	16.22
COMPACT	92,490	17.31
INTERMEDIATE	106,540	19.95
STANDARD	54,220	10.15
LUXURY	28,261	5.29
IMPORT	166,172	31.08
TOTAL	534,310	100.00

U.S. CAR SALES BY MARKETING UNITS

	Jan., 1982	Jan., 1981
Chevrolet	84,345	114,255
Ford	62,132	75,389
Oldsmobile	51,219	67,902
Buick	38,963	51,448
Toyota	38,088	47,121
Pontiac	31,965	43,020
Datsun	32,522	33,103
Plymouth	21,311	27,089
Honda	34,333	31,234
Dodge	23,133	26,847
Mercury	21,570	22,536
VW of America	13,926	21,820
Cadillac	16,052	16,594
AMC-Renault	8,181	13,488
Mazda	9,896	12,868
Subaru	11,470	11,313
Chrysler/Imperial	9,669	9,026
Volvo	7,380	6,289
Lincoln	5,104	3,966
Mercedes-Benz	4,485	4,097
BMW	3,092	2,390
Fiat	945	1,958
Jaguar-Rover-Triumph	634	1,269
Isuzu	1,114	.....
Peugeot	1,134	1,013
Saab	1,143	1,074
DeLorean	400†	.....
Alfa Romeo	104	55
TOTAL	534,310	647,227

Ford sales include Fiesta; VWoA includes VW and Porsche-Audi; Plymouth includes Arrow, Champ and Sapporo; Dodge includes Colt and Challenger; Fiat includes Lancia. Jaguar-Rover-Triumph includes MG.
† Estimate

DOMESTIC CAR SALES

	Jan. 21 to Jan. 31, 1982	Same Period, 1981	January, 1982	Same Month, 1981
Spirit	.....	.....	1,240	3,003
Concord	.....	.....	1,738	3,741
Pacer	.....	.....	.....	19
Eagle	.....	.....	3,195	3,956
AMERICAN MOTORS*	2,000	4,100	6,173	10,719
Horizon	1,484	2,754	3,948	6,272
TC3	909	1,169	2,691	2,739
Reliant/Volare	3,477	5,443	9,688	13,915
Plymouth	244	148	773	379
Total Plymouth	6,114	9,514	17,100	23,359
LeBaron	119	1,793	270	4,074
LeBaron K	1,814	.....	5,198	.....
Cordoba	387	1,316	1,166	2,928
New Yorker	949	.....	2,826	.....
Chrysler	.....	651	.....	1,686
Total Chrysler	3,269	3,760	9,460	8,688
Total Imperial	72	154	209	338
Omni	1,217	2,219	3,406	4,976
024	1,008	1,090	3,052	2,468
Aries/Aspen	2,833	4,111	8,303	11,162
Dodge 400	547	.....	1,681	.....
Diplomat	423	1,144	1,447	2,384
Mirada/Magnum	236	649	632	1,556
Dodge	.....	234	.....	575
Total Dodge	6,264	9,447	18,521	23,121
CHRYSLER CORP.	15,719	22,875	45,290	55,452
Pinto	.....	1,113	.....	2,831
EXP	1,223	.....	2,573	.....
Escort	13,498	9,914	25,873	21,628
Mustang	2,255	4,989	6,770	11,490
Fairmont	2,956	5,291	8,684	13,913
Granada	2,878	3,791	7,532	7,614
Thunderbird	1,320	2,719	3,285	6,299
Ford	2,937	3,251	7,415	7,692
Ford Division	27,067	31,068	62,132	71,467
Bobcat	.....	279	.....	644
LN7	482	.....	982	.....
Lynx	3,466	2,697	6,426	6,051
Zephyr	909	1,710	3,235	3,932
Cougar/Monarch	1,427	1,353	3,203	2,847
XR-7	461	1,006	1,172	2,265
Capri	680	1,365	1,849	3,106
Mercury	1,992	1,576	4,703	3,691
Total Mercury	9,417	9,986	21,570	22,536
Cont./Versailles	827	.....	2,256	.....
Lincoln	570	754	1,495	1,861
Mark VI	495	923	1,353	2,105
Total Lincoln	1,892	1,677	5,104	3,966
L-M Division	11,309	11,663	26,674	26,502
FORD MOTOR	38,376	42,731	88,806	97,969
Skyhawk	0	.....	0	.....
Skylark	3,347	7,389	9,310	14,111
Century FD	1,374	.....	3,291	.....
Regal Sedan	1,831	4,958	4,944	10,198
Regal Coupe	2,970	6,704	8,573	13,933
Le Sabre	2,466	2,682	6,293	5,671
Electra	1,435	1,970	3,666	4,165
Riviera	995	1,678	2,886	3,370
Buick Division	14,418	25,381	38,963	51,448
Cimarron	348	.....	985	.....
Seville	538	987	1,351	2,253
Cadillac	3,679	4,277	10,082	10,294
Eldorado	1,210	1,723	3,634	4,047
Cadillac Division	5,775	6,987	16,052	16,594
Chevette	5,294	13,018	17,727	28,135
Cavalier/Monza	2,447	2,281	5,966	5,969
Citation/Nova	6,935	10,128	17,757	23,075
Camaro	2,882	2,658	6,778	6,378
Celebrity	1,285	.....	2,932	.....
Malibu	2,966	8,083	9,746	18,519
Monte Carlo	2,803	5,581	8,266	12,483
Chevrolet	4,603	7,566	13,390	17,187
Corvette	673	1,134	1,783	2,509
Chevrolet Division	29,888	50,449	84,345	114,255
Firenza/Starfire	1	.....	1	.....
Omega	1,929	3,141	5,864	7,827
Cutlass Ciera	1,606	.....	4,176	.....
Cutlass	.....	6,854	.....	18,015
Supreme	6,841	8,338	21,427	20,443
Olds 88	3,896	4,802	10,936	11,911
Olds 98	2,249	2,788	6,588	6,752
Toronado	825	1,138	2,227	2,954
Oldsmobile Division	17,347	27,061	51,219	67,902
T-1000	1,588	.....	4,301	.....
J-2000/Sunbird	1,165	3,913	3,116	9,074
Phoenix	1,567	2,733	4,400	6,442
Firebird	1,967	1,921	4,919	4,303
6000	733	.....	1,961	.....
Bonneville/LeMans	1,862	2,625	5,533	6,387
Grand Prix	2,282	3,926	6,506	9,127
Pontiac	424	3,402	1,229	7,687
Pontiac Division	11,588	18,520	31,965	43,020
GENERAL MOTORS	79,016	128,398	222,544	293,219
VOLKSWAGEN	2,361	5,844	5,325	12,473
DOMESTIC TOTAL	137,472	203,948	368,138	469,832
IMPORT TOTAL	.....	.....	166,172	177,395
INDUSTRY TOTAL	.....	.....	534,310	647,227

*—AMC does not issue a nameplate breakout for 10-day-periods.

UAW to seek reopener, labor content from Ford

Continued from Page 1

Ephlin, who is also director of the union's Ford department, said keeping Sheffield open will be part of the talks with Ford.

• The proposal also calls for the elimination of all paid personal holidays. There are eight scheduled for calendar 1982.

There are also reductions in relief time and phased-in benefits based on seniority. The proposal says workers should not reach full wage and benefit levels until they have five years seniority.

According to the Detroit News, the proposal also asks for a 15-month freeze on cost-of-living allowances (COLA) at the current $2.03 level. No COLA increases would be paid until June, 1983, according to Peter J. Pestillo, Ford vice president-labor relations.

The News also said paid vacation time would be reduced by one week and premium pay and COLA would not be paid for days off, such as holidays and vacations. White-collar workers at Ford already have had similar reductions.

There are no proposed reductions in pension benefits.

"It's a start," Ford's Pestillo said when questioned about the proposed contract. "We're realistic. We don't think we can come all the way back immediately."

Although parts of the new agreement would be costly for Ford, company officials say they could break new ground for more cooperation between union and management.

Ephlin said the income guarantee proposal is "interesting" to the union, but he indicated a freeze on COLA is "less appealing." He said the union might like to see the guaranteed income made available to workers with 10 years' seniority, instead of 15.

Both Pestillo and Ephlin said they hope to conclude negotiations quickly but had not set a deadline at press time. Pestillo said talks would not go on for more than two weeks.

Chrysler, UAW agree on pension-fund payments

DETROIT. — Chrysler Corp. and the UAW have reached an agreement on Chrysler pension fund payments for the 1980 calendar year.

Payments of the 1980 obligation, estimated at $187 million, will be made in April, 1982; September, 1983, and September, 1984. Chrysler agreed to begin early payments on a monthly basis on the 1981 calendar-year UAW pension fund contribution of an estimated $187 million, due Sept. 15, 1982.

Isuzu to establish Central Region for truck deals

LOS ANGELES. — American Isuzu Motors announced it will open a third regional office, this one in the Chicago area.

Its jurisdiction will be called the Central Region and will consist of 11 Midwest states. The new region will have truck-only dealers at this time Although a parts warehouse will be established in the region eventually, there will be none initially, the company said.

The Central Region includes Illinois, Indiana, Iowa, Michigan, Minnesota, Missouri, Nebraska, North Dakota, Ohio, South Dakota and Wisconsin.

Final site for the new office has not been selected. Temporary offices are at 1900 East Golf Road, M-100, Schaumburg, Ill. 60195. The phone number is (312) 843-7230.

The Central Region will be under the management of Jerrald G. O'Connor, who has been promoted from his position as dealer development manager. Douglas Sprague has been appointed regional sales manager, and David Corker will be regional parts and service manager.

Caldwell thanks UAW negotiators

DEARBORN.—Ford Chairman Philip Caldwell attended a main-table bargaining session last week to thank UAW negotiators for beginning contract talks early and for considering the Ford contract proposal despite the failure to reach an agreement at General Motors.

He also made it clear he will have very little to do with current bargaining. Caldwell left last week for a 3½-week tour of Ford Asia-Pacific operations.

Peter J. Pestillo, Ford vice president, labor relations, said Caldwell's trip "will not bear upon our ability to reach a decision."

EPA hears complaints on diesel exhaust proposal

Makers blast emissions averaging

By Roger Rowand
Engineering Editor

ANN ARBOR, Mich. — Manufacturers have had their first shot at telling the EPA what they think of that agency's proposal for 1985 to average light diesel particulate pollution among engine families.

They don't like it.

Averaging among light-duty diesels was offered by the EPA. It would be an alternative to rules calling for compliance to a standard by each vehicle configuration separately.

Besides particulate averaging in general, makers don't like the proposed standard of 0.2 grams per mile for cars and 0.26 gpm for light trucks. All say they can't meet it.

gine particulate standard is 0.6 gpm.

Manufacturers and others made their contentions in a highly repetitious, day-long session of testimony at the agency's laboratory here. They testified orally and in writing that there is no technology available — with or without averaging — to allow their vehicles to meet the standard, and there won't be for years to come.

The 1982 light duty diesel engine particulate standard is 0.6 gpm.

Organizations trying to make a case against averaging particulates now included Chrysler Corp., Mercedes-Benz of North America, Peugeot S.A., Volvo of America Corp., BMW, Ford Motor Co. and Garrett Corp. The California Air Resources Board (CARB), by letter, also took a swing at particulate averaging.

The Manufacturers of Emission Controls Assn. supported the standard and, with caveats, the averaging plan.

General Motors and Volkswagen of America said they like averaging — with reservations. Those two companies last year suggested the concept to EPA.

Others agreed on the concept but said gasoline engine particulates should be included or other modifications made. They said averaging helps large companies to the disadvantage of smaller companies.

GM suggested expressing particulates standards as a function of vehicle weight which it said has a strong influence on particulates.

As did all the others, GM said it could not meet a 0.2 gpm standard.

Manufacturers agreed particulate trap-oxidizers under development are far from production.

Mercedes-Benz, for example, said its most promising trap oxidizer has: Continuing backpressure problems, decreased fuel economy and engine performance, negative driveability and reduced engine durability.

The notice of proposed rule making hearing here is being followed by a 30-day comment period.

January truck production lowest for month since '63

U. S. truck production for January was the lowest for the month in 19 years, and the total dropped 11.84 percent below the comparable 1981 period.

Last month, the truck manufacturers completed 127,201 units, down from 144,284 last year. It was the lowest total for the month since 1963 when only 123,424 trucks were assembled.

Last week's truck production was targeted at 26,881 units, down 32.95 percent from 40,088 the previous week and down 14.36 percent from 31,396 in the comparable 1981 week.

General Motors' Lordstown (van) facility was idle last week for inventory control.

Also down due to high inventories were Ford's Lorain, Norfolk, Twin Cities, and San Jose plants, and American Motors' Toledo (Jeep) facility.

The AMC Toledo point is scheduled to resume operations today (Feb. 8) with daily production reduced from 395 units on one shift to 350 units, also on one shift.

Downtime is slated next week (Feb. 15) for International Harvester's Ft. Wayne facility.

In January slump

Car output at 35-year low

Continued from Page 1

over. Down for inventory reasons were:

General Motors — Arlington, Flint, Framingham, Lakewood, Linden, Lordstown, South Gate, Tarrytown, and Wilmington points. Chrysler Corp. — Belvidere, Jefferson and St. Louis. Ford Motor—Atlanta, Dearborn, Kansas City, Lorain, San Jose and Wayne. American Motors—Kenosha.

Still down for model changeover were GM's Janesville and Oklahoma City points.

Downtime is slated this week at seven GM and two Chrysler facilities. They are GM Framingham, Janesville, Lakewood, Lordstown, Oklahoma City, South Gate and Wilmington and Chrysler Belvidere and Jefferson.

AMC's Kenosha plant resumed operations today (Feb. 8) with production reduced from 510 units a day on one shift, to 310 units a day.

Production shares for last week by company are: GM, 75.49 percent; Ford, 11.89 percent; Chrysler, 6.50 percent; Volkswagen of America, 5.95 percent; and Checker Motors, 0.17 percent.

TRUCK PRODUCTION IN U. S.†

	Week Ended Feb. 6, 1982	Week Ended Feb. 7, 1981	Week Ended Jan. 30, 1982	Jan. Total	Jan. 1 to Feb. 7, 1981	Jan. 1 to Feb. 6, 1982
CHEVROLET	10,998	14,580	11,425	49,459	71,993	60,457
DODGE	1,600	.....	3,399	9,747	5,148	11,347
FORD	6,808	8,139	14,043	32,650	48,074	39,458
GMC	4,210	5,002	4,815	17,601	24,317	21,811
INTERNATIONAL	1,150	.....	1,163	4,478	6,830	5,628
VOLKSWAGEN	715	650	687	1,303	3,637	2,018
JEEP	.....	1,740*	3,106	6,213	10,356*	6,213
AM GENERAL	.....	85*	50*	150*	425*	150*
MISCELLANEOUS	1,400*	1,200*	1,400*	5,600*	4,900*	7,000*
Total Trucks, U. S.	26,881	31,396	40,088	127,201	175,680	154,082

CANADIAN TRUCK PRODUCTION

	Week Ended Feb. 6, 1982	Week Ended Feb. 7, 1981	Week Ended Jan. 30, 1982	Jan. Total	Jan. 1 to Feb. 7, 1981	Jan. 1 to Feb. 6, 1982
CHRYSLER CORP.	2,000	.....	2,050	6,035	2,841	8,035
FORD MOTOR	407	1,250	2,971	6,471	15,916	5,878
GENERAL MOTORS	2,008	6,454	3,800	16,698	31,457	18,706
AMERICAN MOTORS	.....	270	.....	.....	270	.....
INTERNATIONAL	232	270	241	967	1,380	1,199
Total Trucks, Canada	4,647	8,244	9,062	30,171	51,864	34,818
N. American Trucks	31,528	39,640	49,150	157,372	227,544	188,900

†—Now includes window van production. *—Estimated.
Jeep includes commercial only. AM General includes government-contract vehicles.

Jan. auto output climbs in Canada; truck build falls

Canadian auto production for January was considerably ahead of the comparable 1981 period, but the truck manufacturers finished the month with the lowest output in seven years.

During the first four weeks of production this year, the auto makers completed 51,920 units, a 10.59 percent gain from 46,423 built in January last year, but less than the 65,780 built in January, 1980.

The truck makers finished 30,171 units last month, down 30.83 percent from 43,620 in January, 1981, and the lowest January output since 28,767 units were assembled in 1975. The total was the lowest for any month since 26,422 units were completed in August, 1980.

Auto production last week was slated at 12,413 units, down 40.40 percent from 20,827 in the previous week, and 25.26 percent below 16,609 in the comparable 1981 week, due to downtime at all Ford Motor car facilities. Last week's poor showing cut into the year-to-date gain made by the auto manufacturers in January. So far in 1982, the auto manufacturers have assembled 64,333 units, a gain of only 2.06 percent from 63,032 in the comparable 1981 period.

The truck makers targeted output last week at 4,647 units, down 48.72 percent from 9,062 the previous week, and a 43.63 percent decline from 8,244 in the same week last year.

All of Ford's car and truck facilities were idle last week (Feb. 1) for inventory control.

Also down last week were General Motors' Oshawa (No. One) car point, and GM's Oshawa truck and Scarborough van facilities.

The GM St. Therese point dropped one of two shifts last week, but kept output at the same 45-units-an-hour rate.

U. S. CAR PRODUCTION

	Week Ended Feb. 6, 1982	Week Ended Feb. 7, 1981	Week Ended Jan. 30, 1982	Jan. Total	Jan. 1 to Feb. 7, 1981	Jan. 1 to Feb. 6, 1982
AMERICAN MOTORS	.....	475*	1,990	3,979	9,940*	3,979
AMX	.....	.....	.....	.....	.....	.....
Spirit	.....	.....	.....	.....	.....	.....
Concord	.....	.....	.....	.....	.....	.....
Eagle	.....	.....	.....	.....	.....	.....
Pacer	.....	.....	.....	.....	.....	.....
CHRYSLER CORP.	3,900	15,150	12,369	36,905	56,875	40,805
Plymouth Total	2,200	8,400	6,331	15,751	28,604	17,951
Horizon	.....	2,800	2,235	6,153	10,025	6,153
Reliant	2,200	4,900	4,096	9,598	17,166	11,798
Caravelle	.....	.....	.....	.....	224	.....
Gran Fury	.....	700	.....	.....	1,189	.....
Chrysler Total	.....	500	1,007	6,792	3,799	6,792
LeBaron	.....	.....	1,007	6,792	2,497	6,792
Chrysler	.....	500	.....	.....	1,302	.....
Dodge Total	1,700	6,250	5,031	14,362	24,472	16,062
Omni	.....	2,100	1,706	5,186	8,427	5,186
Aries	1,700	3,800	3,029	7,012	13,764	8,712
Diplomat	.....	.....	.....	.....	1,622	.....
Dodge 400	.....	.....	296	2,164	.....	2,164
St. Regis	.....	350	.....	.....	659	.....
FORD MOTOR	7,125	21,114	10,508	40,832	118,812	47,957
Ford Division	2,846	14,246	5,561	22,880	81,875	25,726
Escort	1,501	8,256	2,948	9,489	41,641	10,990
Fairmont	.....	4,018	.....	3,084	17,898	3,084
Must./Must. II	.....	.....	.....	4,311	5,399	4,311
Granada	1,345	286	1,294	3,235	5,452	4,580
T-Bird	.....	.....	1,195	2,528	3,025	2,528
Ford	.....	1,686	.....	.....	8,460	.....
EXP	.....	.....	124	233	.....	233
L-M Division	4,279	6,868	4,947	17,952	36,937	22,231
Mercury Total	2,302	5,537	3,102	11,467	31,550	13,769
Lynx	675	2,820	564	2,178	13,187	2,853
Capri	.....	.....	.....	1,020	1,727	1,020
Zephyr	.....	1,233	.....	1,472	5,587	1,472
Cougar	639	192	718	2,043	2,404	2,682
XR-7	.....	.....	437	737	1,645	737
Mercury	988	1,292	1,315	3,935	7,000	4,923
LN7	.....	.....	68	82	.....	82
Lincoln Total	1,977	1,331	1,845	6,485	5,387	8,462
Continental ('82)	396	.....	368	1,825	.....	2,221
Lincoln	807	611	808	2,511	2,358	3,318
Mark VI	774	720	669	2,149	3,029	2,923
GENERAL MOTORS	45,233	80,974	50,309	191,267	381,287	236,500
Buick Division	11,185	18,822	12,308	43,478	88,085	54,663
Skylark	2,225	6,827	578	4,455	25,222	6,680
Skyhawk J	1,920	.....	1,637	3,281	.....	5,201
Century	2,660	3,398	2,642	8,656	16,356	11,316
Regal	1,205	5,192	3,612	11,584	24,128	12,789
Buick	3,175	3,150	3,375	13,315	16,568	16,490
Riviera	.....	1,255	464	2,187	5,811	2,187
Cadillac Division	3,600	6,436	5,914	20,112	31,813	23,712
Cimarron	.....	.....	172	493	.....	493
Seville	.....	812	506	1,363	3,583	1,363
Eldorado	.....	1,373	1,638	4,252	7,083	4,252
Cadillac	3,600	4,251	3,596	14,004	21,147	17,604
Chevrolet Division	8,039	32,930	14,686	52,157	137,052	60,196
Chevette	.....	9,030	3,333	3,333	24,650	3,333
Cavalier	.....	.....	1,833	13,469	.....	13,469
Celebrity	439	.....	1,441	3,637	.....	4,076
Camaro	4,180	2,960	3,553	12,877	10,279	17,057
Citation	.....	7,020	3,595	11,144	32,982	11,144
Malibu	1,196	5,200	.....	2,115	25,755	3,311
Monte Carlo	1,204	3,120	.....	1,953	15,628	3,157
Chevrolet	420	4,800	327	1,272	23,793	1,692
Corvette	600	800	604	2,357	3,965	2,957
Oldsmobile Division	16,829	18,266	11,134	50,768	93,528	67,597
Omega	1,775	3,256	.....	4,901	14,924	6,676
Firenza	1,920	.....	1,634	9,532	.....	11,452
Cutlass	4,800	8,520	.....	8,980	47,044	13,780
Cutlass/Ciera	2,929	.....	3,203	3,285	.....	6,214
Oldsmobile	5,405	5,530	5,291	21,427	26,961	26,832
Toronado	.....	960	1,006	2,643	4,599	2,643
Pontiac Division	5,580	4,520	6,267	24,752	30,809	30,332
Acadiant †	.....	250	.....	.....	944	.....
J2000	.....	.....	.....	1,838	.....	1,838
T1000	.....	.....	240	240	.....	240
Firebird	2,300	1,115	2,047	6,773	5,543	9,073
Phoenix	.....	2,835	670	2,931	10,983	2,931
Grand Prix	1,640	.....	1,690	6,438	6,980	8,078
Bonneville ('82)	1,640	.....	1,620	6,532	.....	8,172
A6000	.....	.....	.....	.....	.....	.....
LeMans	.....	.....	.....	.....	4,364	.....
Pontiac	.....	320	.....	.....	1,995	.....
VOLKSWAGEN	3,565	4,550	3,508	6,996	17,463	10,561
CHECKER	100*	82*	100*	200	252	300
Total Cars, U. S.	59,923	122,345	76,993	280,179	584,629	340,102

CANADIAN CAR PRODUCTION

	Week Ended Feb. 6, 1982	Week Ended Feb. 7, 1981	Week Ended Jan. 30, 1982	Jan. Total	Jan. 1 to Feb. 7, 1981	Jan. 1 to Feb. 6, 1982
AMERICAN MOTORS	537	600	607	1,389	2,970	1,926
CHRYSLER CORP.	3,840	1,800	3,265	13,137	1,800	16,977
FORD MOTOR	363	1,232	7,436	11,655	5,389	12,018
GENERAL MOTORS	7,448	12,752	9,294	24,840	51,760	32,288
VOLVO	225	225	225	899	1,113	1,124
Total Cars, Canada	12,413	16,609	20,827	51,920	63,032	64,333
N. American Cars	12,336	138,954	97,820	332,099	647,661	404,435
N. American Trucks	31,528	39,640	49,150	157,372	227,544	188,900
North American Cars and Trucks	103,864	178,594	146,970	489,471	875,205	593,335

†—All Acadians and Caravelles are built for sale in Canada. *—Estimated.